

## Message Text

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53

ACTION EA-10

INFO OCT-01 NEA-09 ISO-00 L-02 EB-07 CIAE-00 INR-07

NSAE-00 AGR-05 XMB-02 /043 W  
----- 008551

R 041003Z MAR 75

FM AMEMBASSY KUWAIT

TO AMEMBASSY JAKARTA

INFO SECSTATE WASHDC 2402

USDOC WASHKC

AMEMBASSY SINGAPORE

AMCONSUL HONG KONG

AMCONSUL MEDAN

AMCONSUL SURABAYA

LIMITED OFFICIAL USE KUWAIT 1011

DEPT PASS EXIMBANK: COMMERCE FOR MEPD

E.O. 11652: N/A

TAGS: BEXP, EINV, KU, ID

SUBJECT: INDONESIAN SUGAR MILL PROJECTS

REF: (A) KUWAIT 0922 (B) JAKARTA 2440

1. BY NOW YOU SHOULD HAVE REF A WHICH CONTAINS OUR GENERAL COMMENTS ON KUWAITI ATTITUDES TOWARD INVESTING IN INDONESIAN SUGAR PROJECTS. UPON RECEIVING REF B WE ATTEMPTED ARRANGE APPOINTMENT WITH FAISAL AL-KAZEMI AT KFTCIC. UNFORTUNATELY HE WILL BE OUT OF TOWN FOR NEXT WEEK. HOWEVER, ANOTHER SENIOR KFTCIC EXECUTIVE WAS GENERALLY POSITIVE IN HIS REACTION. HE AGREED, HOWEVER, THAT IT WOULD BE PREFERABLE FOR US TO WAIT UNTIL KAZEMI RETURNS AND TO DISCUSS THE MATTER WITH HIM AT THAT TIME. THIS IS NOT AS BAD AS IT MAY SEEM SINCE WE HAVE YET TO RECEIVE THE MATERIALS POUCHED BY YOU FEBRUARY 20.

2. REGARDING INDO MILK PROJECT AND POSSIBLE VISIT BY ZAHIRUDDIN, WE WERE ADVISED BY KFTCIC EXECUTIVE THAT IT PROBABLY WOULD BE LIMITED OFFICIAL USE

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BETTER IF A TWO-THREE PAGE MEMO SUMMARIZING THE PROJECT BE SENT

FIRST. THE MEMO SHOULD DESCRIBE BRIEFLY THE PROJECT AND IT SHOULD DISCUSS THE LIKELY RETURN ON INVESTMENT, THE COMPETITIVE SITUATION, GUARANTEES AND THE MARKET.

3. EMBASSY JAKARTA MAY WISH TO ASK MR. ZAHIRUDDIN TO PREPARE A MEMO ALONG THESE LINES, AND THEN CABLE THE MEMO DIRECTLY TO US. WE WOULD THEN BRING THE MEMO AS WELL AS THE MATERIAL ON THE BANUWANGI PROJECT TO AL-KAZEMI'S ATTENTION WHEN HE RETURNS NEXT WEEK. AFTER THAT MEETING WE WILL LET YOU KNOW WHETHER IT APPEARS WORTHWHILE FOR MR. ZAHIRUDDIN TO VISIT KUWAIT, OR WHETHER THERE IS ANY LIKELIHOOD THAT ANYONE FROM KFTCIC WILL WISH TO VISIT INDONESIA.

4. COMMENT: EMBASSY WOULD BE WILLING TO ASSIST MR. ZAHIRUDDIN WITH APPOINTMENTS IN KUWAIT. AFTER CONVERSATION WITH KFTCIC EXECUTIVE WE BELIEVE THAT KUWAITIS COULD INDEED BE INTERESTED IN INVESTING IN INDONESIAN SUGAR PROJECT. AS INDICATED REF A, COMMERCIAL ASPECTS WILL BE MOST IMPORTANT FOR THEM. EMBASSY JAKARTA SHOULD KEEP IN MIND THAT THERE ARE ONLY A HANDFUL OF INDIVIDUALS IN A POSITION TO DISCUSS THE MATTER WITH US. ONE OF OUR PROBLEMS WILL BE TO GET THEM TO STAY PUT LONG ENOUGH TO LISTEN TO OUR STORY.  
STOLTZFUS

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## Message Attributes

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